Join the Home Performance Coalition in Austin and enjoy four conferences under one roof.

Why Should Residential Energy Efficiency Professionals Attend this Conference?

“That question about how to price your projects, or what CRM system works for a company your size, or whether you should let that underperforming sales person go, will be much easier to answer in a conference full of experts and vendors with solutions.

For program implementers and policy folks, the best thing they can get out of this conference is an opportunity to engage with contractors. Understanding how contractor businesses work can dramatically increase the possibility of program success – especially if you apply what you learned to program design!”

– Amy Beley, Longtime HPC Attendee, Presenter and Supporter

**Home Performance Coalition**
The Home Performance Coalition, formerly Affordable Comfort, Inc., hosts the leading educational and networking events in the home performance industry in partnership with nationally-renowned experts, offering the most comprehensive and innovative agenda.

Learn More.

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11 Exhibit/Trade Show Information

**TO REGISTER TODAY, VISIT**
or contact Robyn Hall at (800) 344-4866 ext. 206.
WORKSHOPS + HPC YOUNG LEADER SYMPOSIUM

Monday, April 4
Full Day Workshop | 8:00 am-5:00 pm
Measured Performance: Maximize Success & Prove You’re the Best with Data Feedback
Mike MacFarland, Keith O’Hara, Dan Perunko
8:00 am-10:00 am
Part One: Introduction, State of the Industry & Why We Need Data Feedback
10:30 am-12:00 pm
Part Two: Getting Started in Data Logging & Project Tracking
1:00 pm-2:30 pm
Part Three: Interpreting the Results, Discoveries & Practical Applications
3:00 pm-5:00 pm
Part Four: Performance Results, Bill Guarantees & Tips for Success

EEBA Presents: Taking the Performance Path: The ERI & the 2015 IECC
Mike Barcik

Morning Workshops | 8:00 am-12:00 pm
Advanced Air Sealing
Matt Redmond, Dale Sherman, Andy Stone
Creating a Successful Business through a Quality System
John Tooley
Having a Bad Air Day?
Bruce Manclark, Bill Spohn, Dan Wildenhaus
House as a System
Dave Keefe
‘Roger That:’ Clear Communication Skill Building
Rana Belshe, Suzanne Harmelink
Tomorrow Belongs to the High Performance Home: How to Engage the Real Estate Community Today
Bruce Mast

Afternoon Workshops | 1:00 pm- 5:00 pm
2016 Ventilation Extravaganza
Rick Karg, Paul W. Francisco
Getting Started with HPXML
Gavin Hastings, Dale Hoffmeyer, Noel Merket
Speed Dating: Innovative Training Techniques (In Bite Sized Pieces)
Allison Bailes, Jon Bluey, Kelly Cutchin, John Davies, Chris Dorsi, Suzanne Harmelink, Amanda Hatherly, Dale Sherman, J West
Infrared Camera Skills for the Building Thermographer
Wyatt Nease
Somewhere Over the Rainbow: New Market Opportunities in Healthy Housing
Matt Anderson, John Davies, Kevin Kennedy, Joe Medosch, Ruth Ann Norton, Wes Stewart, Larry Zarker

Emerging Leader Symposium
Josh Wolfe

Monday, April 4 | 6:00 pm- 7:30 pm
Get on the Soapbox: Your Vision of the Industry & the Week Ahead

Tuesday, April 5 | 7:00 pm - 8:30 pm
Home Performance Film Fest – Debra Little, Matt Risinger
Now accepting your video submission! See conference website for more info.

Wednesday, April 6 | 6:30 pm - 8:30 pm
Infrared Camera Skills for the Building Thermographer ( Included in conference price)
Wyatt Nease

Women in Home Performance
Special offerings for Women in Home Performance will be announced in the coming weeks.

ACI Heritage Sessions
The speaker(s) in designated heritage sessions, which are marked on the agenda with this green stamp, presented at ACI conferences during its formative years. Many also were highlighted in the “25 Years – 25 Stories” feature, as we celebrated a quarter century of home performance conferences in 2011. Those designated with the green stamp you see here are by no means the only ones who helped pave the way, but HPC thanks these individuals for their dedication to the organization and the industry over the last 30 years.

Register today for Monday’s Home Performance with Energy Star Partner Meeting.
Learn about Home Performance with ENERGY STAR program updates and hear presentations on a variety of topics, including new and innovative program models. Participate in lively peer exchanges and focus groups designed to increase organizational efficiency and production.

## Agenda | Tuesday | April 5, 2016

### 8:30–10:00 am General Session

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<tr>
<td><strong>Residential Energy Efficiency</strong></td>
<td><strong>Fundamentals</strong></td>
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<td>Linda Wigington</td>
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<td>Mathew Anderson, Sydney Roberts, J West</td>
<td>J West</td>
<td>Paul Morin</td>
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<td><strong>Weatherization</strong></td>
<td><strong>HVAC, Mechanicals &amp; Ventilation</strong></td>
<td>HVAC Field Performance Issues &amp; How to Address Them</td>
<td>HVAC ‘Is All About Air!’</td>
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<td>Tom Downey</td>
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<td><strong>Home Performance Contracting Businesses</strong></td>
<td><strong>Building Envelope</strong></td>
<td>How to Identify &amp; Solve Residential Wall Moisture Damage Problems &amp; Construct Better Walls</td>
<td>ABAA Air Barrier Research Project</td>
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<td>George Tsongas</td>
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<td><strong>Home Performance Coalition</strong></td>
<td><strong>Indoor Air Quality &amp; Healthy Homes</strong></td>
<td>Thinking Outside the Envelope: The Radon Question</td>
<td>Prescriptions for Performance: Introducing the Healthy Home Evaluator Micro-credential</td>
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<td>Paul Francisco, Dick Kornbluth</td>
<td>Kevin Kennedy, Ruth Ann Norton, Larry Zarker</td>
<td>Scot Davidson, Jeff Kline</td>
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<tr>
<td><strong>For Seasoned Pros</strong></td>
<td><strong>Weatherization Technical</strong></td>
<td>Grandma’s House: Building Science for Weatherization</td>
<td>The 5 Applications Where Low-Pressure Foam Is Best</td>
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<td>Anthony Cox</td>
<td>Jonathan Fore</td>
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<td><strong>Affordable Housing &amp; Multifamily</strong></td>
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<td>The Interview Sessions: Insights from HP Veterans</td>
<td>The Interview Sessions: Insights from HP Veterans</td>
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<td>(Allison Bailes), Dave Keefe, Gary Nelson</td>
<td>John Proctor</td>
<td>(Amy Beley), Keith Aldridge, Rana Belshe, Dick Kornbluth</td>
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To help you find the right tracks for your specific area of work, follow the color of the dot(s) that corresponds with your profession. The blue dot is for anyone interested in learning more about residential energy efficiency in a broader sense.
### Bonus Track: Innovations and Collaborations

4/5/16 10:30 am-12:00 pm  
Innovations Shaping the Home of the Future  
Roger Duncan

4/5/16 1:30 pm-3:00 pm  
Strategies for Interconnecting Government & Non-Profit Programming  
Peter Swinton

4/6/16 3:30 pm-5:00 pm  
Innovations in Roofing (Anthony Grisolia), Paul Holmes, Steve Pisklik, Allen Sealock

4/6/16 8:30 am-10:00 am  
Real Estate 101: Why & How to Engage the Real Estate Community Today  
Pamela Brookstein

### TRACKS

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</table>
| **Home Performance Sales & Marketing**    | Avoid the Audit Report Trap in Your Sales Presentation  
Mike Rogers | Town Hall Troubleshooting: Sales, Marketing & Sales Management  
Drew Cameron | Biggish Data: 6 Years of Facts About How Homeowners See Home Performance  
Peter Troast |
| **Home Performance Business Operations**  | Do I Expand My Home Performance Business to Include Other Related Services?  
Hal Smith | Integrating Solar: Storage, Trends & Your Business  
Sammy Chu, TBD | Home Performance & HVAC: The Perfect Couple  
Allen Luzak |
| **Weatherization Operations**             | Low-Income Energy Efficiency & Carbon Savings  
Joseph Pereira | DOE Weatherization Update  
Erica Burrin, Kelly Cutchin, Josh Olsen | Quality Control Final Inspector  
Cory Chovanec |
| **Program Success: Operations & Design**  | Ripe with Savings: How Quality Installation Programs Move Us Beyond Low-Hanging Fruit  
Sarah Edwards, Tim Hanes, Chandler von Schrader | Home Upgrade Program Design & Implementation Models for Acquiring Savings in Multiple Climate Zones  
Jim Grevatt, Ian Hoffman, Dale Hoffmeyer | Measuring Performance in Energy Efficiency Programs  
Cynthia Adams, Daniel Kauffman, Robin LeBaron, Jake Oster |
| **Energy Efficiency Valuation & Home Performance Policy** | Cost-Effectiveness Testing  
(Brian Castelli), Gavin Hastings, Robin LeBaron, Don MacOdrum | Clean Power Plan: Big Opportunities for Energy Efficiency  
(Steve Cowell), Tim Miller, Kara Soul Rinaldi, Pat Stanton | Residential Energy Labels, Why Should You Care & What Do You Do About It?  
Emelie Cuppernell, Joe Hall, John Jones, Gannate Khowailed, Evan Seretan |
| **Water**                                 | Performance-Based Water Conservation with WERS  
Amanda Hatherly | Getting into Hot Water: The New Efficiency Frontier  
Troy Sherman | The Unintended Consequences of Increasing Water Use Efficiency  
Jim Lutz |

5:00 – 6:30 pm – Evening Welcome Reception

7:00 – 8:30 pm – Home Performance Film Festival

- Home Performance Contracting Businesses
- Weatherization
- Program Administrators
- Residential Energy Efficiency

( ) Indicates moderator  
(   ) Indicates Heritage Speaker
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<td>Zone Pressure Diagnostics</td>
<td>Cory Chovanec</td>
<td>Insulation 101</td>
<td>Dave Keefe</td>
<td>New &amp; Updated BPI Standards: What They Mean for You</td>
<td>John Jones, Robin LeBaron</td>
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<td><strong>Diagnostics &amp; Audits</strong></td>
<td>Turning Diagnostics to Work Orders: Creating Sales &amp; Communicating Work Scopes</td>
<td>Chris Baker, Chad Ruhoff</td>
<td>Static Pressure Testing</td>
<td>Jim Bergmann, Bill Spohn</td>
<td>The Latest on Combustion Safety Testing Protocols</td>
<td>Paul Francisco</td>
<td>Slaying the Unicorn: You Can Only Have One Cool Thing in Your House</td>
<td>Drew Wedeking, Dan Wildenhaus</td>
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<td><strong>Weatherization Technical</strong></td>
<td>The Use of Infrared Thermal Imaging for Home Weatherization</td>
<td>Wyatt Nease</td>
<td>ASHRAE 62.2 Compliance in Weatherization</td>
<td>Paul Francisco, Rick Karg</td>
<td>The Effects of Weatherization on IAQ, Mold, &amp; Radon</td>
<td>Dick Kornbluth, Josh Olsen, Bruce Tonn</td>
<td>Gas Furnace Diagnostics</td>
<td>Adrian Scott</td>
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* indicates moderator
(  ) indicates Heritage Speaker

**AGENDA | WEDNESDAY | April 6, 2016**

**2016 ACI National Home Performance Conference & Trade Show**
April 4-7, 2016 | Austin, TX

**REGISTER NOW AT** www.homeperformance.org/conferece/2016-aci-national-home-performance-conference-trade-show
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<th>BREAKOUT 6</th>
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<th>BREAKOUT 7</th>
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</table>
| Home Performance Sales & Marketing       | Building Repeat Customers: Homeowner Insights, Trends, & Lessons Learned from the HVAC Industry  
Mark Teich, Garry Upton |                                                                                                                                                                                                                                                                          | The IAQ Marketing Challenge: Winning Business When the Customer Doesn’t Know They Need You  
Peter Troast | Marketing & Lead Generation: Stories from Successful Contractors Doing It Right  
(Peter Troast), TBD                                                                                                                                                                                                                                                                   | Marketing Conservation Through the Ages  
Bruce Manclark, Kyle Sullivan |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |
| Home Performance Business Operations      | Showcasing Home Performance with ENERGY STAR Contractors  
Will Doyle, Robert Hamerly, Ely Jacobsohn, Josh Notes, James Otterbacher, Dorothy Stone, Jonathan Waterworth |                                                                                                                                                                                                                                                                          | Carrots vs. Sticks: Quality Management vs. Quality Assurance  
John Jones, John Tooley | OSHA Confined Spaces Compliance  
Mark Moravits                                                                                                                                                                                                                                                                                                                                 | Home Performance Professionals & Code Officials Working Together: Move Your Builders from Meh to Yeah  
Emelie Cuppennell, Ethan MacCormick, Sydney Roberts |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |
| Weatherization Operations                | Home Performance & Weatherization  
Tony Crane, Josh Olsen, Kara Saul Rinaldi |                                                                                                                                                                                                                                                                          | Annual Savings in Weatherization: Realized Energy Savings Reports  
Greg Dalhoff, Steve Noll | Evaluating Weatherization Programs  
Jacqueline Berger                                                                                                                                                                                                                                                                                                                                 | Addressing Occupant Health: Weatherization Plus Health Update  
John Davies, Emily Salzberg |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |
| Program Success: Operations & Design     | What Building America Learned in 4 Years About Retrofits & Staged Upgrades  
Brennan Less, Stacey Rothgeb, Iain Walker |                                                                                                                                                                                                                                                                          | Efficiency Programs in the South: Challenges & Solutions in Program Development  
(Doug Lewin), Jim Clark, Steve Mutiso, Frank Rapley | The Value Proposition Challenge  
(Caroline Hazard), Courtney Moriarta, Frank Rapley | Contractor Engagement Programs That Work  
Amy Beley, Peter Troast |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |
Claire Miziolek, Kevin Rose |                                                                                                                                                                                                                                                                          | Realizing the Market Value for High Performance Homes: Reports from the Field  
Pamela Brookstein, Joan Glickman, David Heslam, Bruce Mast | The Home Energy Data Huddle: Bringing the Right Folks Together to Build an Information Pipeline  
Pamela Brookstein, Joan Glickman, Carolyn Sorno Goldthwaite, Sydney Roberts | Exploring the Non-Energy Benefits of Energy Efficiency & Weatherization  
Jackie Berger, David Carroll, Ruth Ann Norton |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |
| Performance Policy                       | Transforming the Market with HPXML: Strategies & Lessons Learned  
Julie Caracino, Torsten Glidden, Gavin Hastings, Dale Hoffmeyer, Noel Merket |                                                                                                                                                                                                                                                                          | Policies to Advance Residential Energy Savings through Smart Technology  
(Claire Miziolek) Rick Counihan, Jake Oster, Kara Saul Rinaldi | The Smart Home: Energy Efficiency Friend or Foe?  
Suzanne Shelton | Case Studies & New Insights from Smart Thermostats  
(Justin Mackovay), Rick Counihan, Julia Dallo Rosso, Rick Gazico, Dave Oberholzer |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |
| What’s Next                               |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                          |

5:00 – 6:30 pm – Evening Networking Reception

6:30 – 8:30 pm – Smart Home Happy Hour: Meeting & Showcase

7:00 – 8:30 pm – PechaKucha – Chris Dorsi
### Thursday, April 7, 2016

#### Agenda

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<td>You Already Own the Tools. Use Them!</td>
<td>Understanding Thermal Comfort</td>
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<td>Ethan MacCormick</td>
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<td><strong>Diagnostics &amp; Audits</strong></td>
<td>The How Tos: Zero Duct Leakage, Low Static Distribution, &amp; 50% Building Leakage Reductions</td>
<td>Hit a Nail with a Hammer not a Chainsaw: Choosing a Cost Effective Energy Savings Estimation Tool</td>
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<td>Tom Danielsen, Keith O’Hara</td>
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<td><strong>HVAC, Mechanicals &amp; Ventilation</strong></td>
<td>Mechanical Systems for Partial-Load Performance &amp; Moisture Control in Humid Climates</td>
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<td>Crawlspace Encapsulation: Old &amp; New Crawlspace Thinking</td>
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<td>Neil Freidberg</td>
<td>Michelle Knaszak</td>
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<td><strong>Indoor Air Quality &amp; Healthy Homes</strong></td>
<td>Cost Effective Solutions to Indoor Mold Problems</td>
<td>IEQ &amp; Climate Change: Resilient Design &amp; Adaptation for Healthy Homes</td>
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<td>George Tsongas</td>
<td>Paul Francisco, Tom Phillips, Josh Rhodes, Charles Upshaw</td>
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<td><strong>Weatherization Technical</strong></td>
<td>Sidewall Insulation Techniques</td>
<td>Identifying Air &amp; Thermal Boundaries</td>
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<td><strong>For Seasoned Pros</strong></td>
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<td>Home Performance Insights from Big Data</td>
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<td><strong>Affordable Housing &amp; Multifamily</strong></td>
<td>All the Levers: Improved Sustainability in Affordable Housing</td>
<td>Multifamily Passive House</td>
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<td>Christian Caldarone, Krista Egger</td>
<td>Kevin Brennan</td>
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### We’re in Austin ~

**Come Early for the BBQ!**

Trust us. You need to arrive in Austin early to experience legendary BBQ joints like Franklin Barbecue and what this great city has to offer in terms of being the Live Music Capital of the World. If you love brisket and great music, take advantage of our discounted hotel room block and make your reservations today! You can’t beat the prime downtown location of the Hilton Austin. Hotel rooms are available at discounted rates starting at $229 (plus taxes and fees).

**Click here** to make your reservation online.

To make a reservation by phone, call 1-800-HILTONS and use the special rate plan code, “HPC.”

**You must make your reservation no later than March 11, 2016 to receive the discounted rates.**
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<tr>
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<th>8:30-10:00 am</th>
<th>BREAKOUT 9</th>
<th>10:30-noon</th>
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</table>
| Home Performance Sales & Marketing | Collective Impact: Build Community Trust to Build Business  
Jason Elton, Tim Miller | Connecting with Consumers: Overcoming Objections  
(Mike Rogers), Amanda Godward, Robert Hamerly, Paul Shepherd, Hal Smith |
| Home Performance Business Operations | Home Performance Financing Update & Options to Help Close More Jobs  
(Steve Dunn), Matthew Brown, Andrew Isaacs, Peter Krajsa, Emeline Minor | Are Statewide Associations for Home & Building Performance Contractors What Our Industry Needs to Succeed?  
Ryan Miller |
| Weatherization Operations | Your KSA Can Kiss My JTA: SWS for Meaningful Occupant Engagement  
Rana Belshe, Kelly Cutchin | Combo Combo: How to Integrate WAP, Utility Programs, & Repair Programs Successfully  
Evan Langhorst, Monica Martello, David Rinebolt, John Sarver |
| Program Success: Operations & Design | Your Contractors: A Gateway to Better Programs  
(Amanda Chiu), Ryan Clemmer, Jonathan Cohen, Marjorie McRae | Opportunities for Home Energy Management Systems in Advancing Residential Energy Efficiency Programs  
Emily Kemper, Claire Miziolek |
Richard Morgan, Lauren Westmoreland | America’s Building Blocks to High Performance Housing  
Steve Dunn, Joan Glickman, Ely Jacobsohn, David Lee |
| What’s Next | Practical, Affordable, & Available Home Energy Management Solutions  
(Kara Saul Rinaldi), Lieko Earle, Beth Karlin, Emily Kemper | The Unintended Consequences of Energy Conservation: Why the 3 Little Pigs Must Die  
Robert Bean |

Home Performance Contracting Businesses  
Weatherization  
Program Administrators  
Residential Energy Efficiency  
( ) Indicates moderator  
Indicates Heritage Speaker
Scholarships are now available!
The Home Performance Coalition is offering a limited number of scholarships to encourage home performance students and professionals to attend the conference. Applications are accepted through Feb. 19, 2016.

Learn more.

Support the HPC Memorial Scholarship Fund by making a tax-deductible contribution today! Donate now.

Conference Pricing
Full Conference Registration ..............$775 (Ends on March 3)
Late Registration .............................$875 (Begins on March 4)
Conference One-Day Pass ...............$400 per day

Additional Registration Options:
Transcript of Courses ..........................$15
Home Energy Magazine Subscription .............$65

Hotel Information
The 2016 ACI National Home Performance Conference is taking place here:
Hilton Austin
500 E. Fourth Street
Austin, TX 78701

The Home Performance Coalition has reserved a discounted group room block for the conference. Hotel rooms are available at discounted rates starting at $229 (plus taxes and fees).

Click here to make your reservation online. To make a reservation by phone, call 1-800-HILTONS and use the special rate plan code, “HPC.”

You must make your reservation no later than March 11, 2016 to receive the discounted rates.
Why become a sponsor at the 2016 ACI National Home Performance Conference?

You’re an industry leader.
Get involved in the biggest industry-wide conversations happening this year.

• Position your company as a leader in front of the residential energy efficiency industry at one of the best conferences of its kind this year.

• Support and connect with current and potential employees who will help you further your mission by sharpening their skills.

• Strengthen your industry with a sponsorship that supports the education of more than 1,200 contractors, weatherization professionals, program administrators and more.

• Participate in conversations about the future of the industry during sessions that will foster cohesion and innovation.

Contact Director of Partner Relations Chris Docchio for more information by emailing cdocchio@homeperformance.org or by calling 412-424-0046.
Why Sponsor and Exhibit at the National Conference?

“HPC has provided a mechanism for EFI to expand its customer base along with its product line. We have been able to find new customers while learning about what is needed to build a healthier, more energy efficient home. The training we have received – the information we have gathered – has allowed us to better serve our customers.

We have grown to understand the challenges that contractors and weatherization professionals face. We believe it has made us a better company and partner for our customers. We continue to find out about what works and what does not as we continue to fine tune what we have to offer.”

– John O’Connell, EFI (Energy Federation Inc.),
Longtime HPC Sustaining Sponsor and Exhibitor

Trade Show Hours*

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<tr>
<td>Wednesday, Apr 6</td>
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<td>Thursday, Apr 7</td>
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<td>Trade Show breakdown</td>
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*Subject to change.

To learn more about the many benefits of sponsoring and exhibiting, contact HPC’s Director of Partner Relations Chris Docchio at 412-424-0046 or cdocio@homeperformance.org.

Click here to find answers to frequently asked questions.